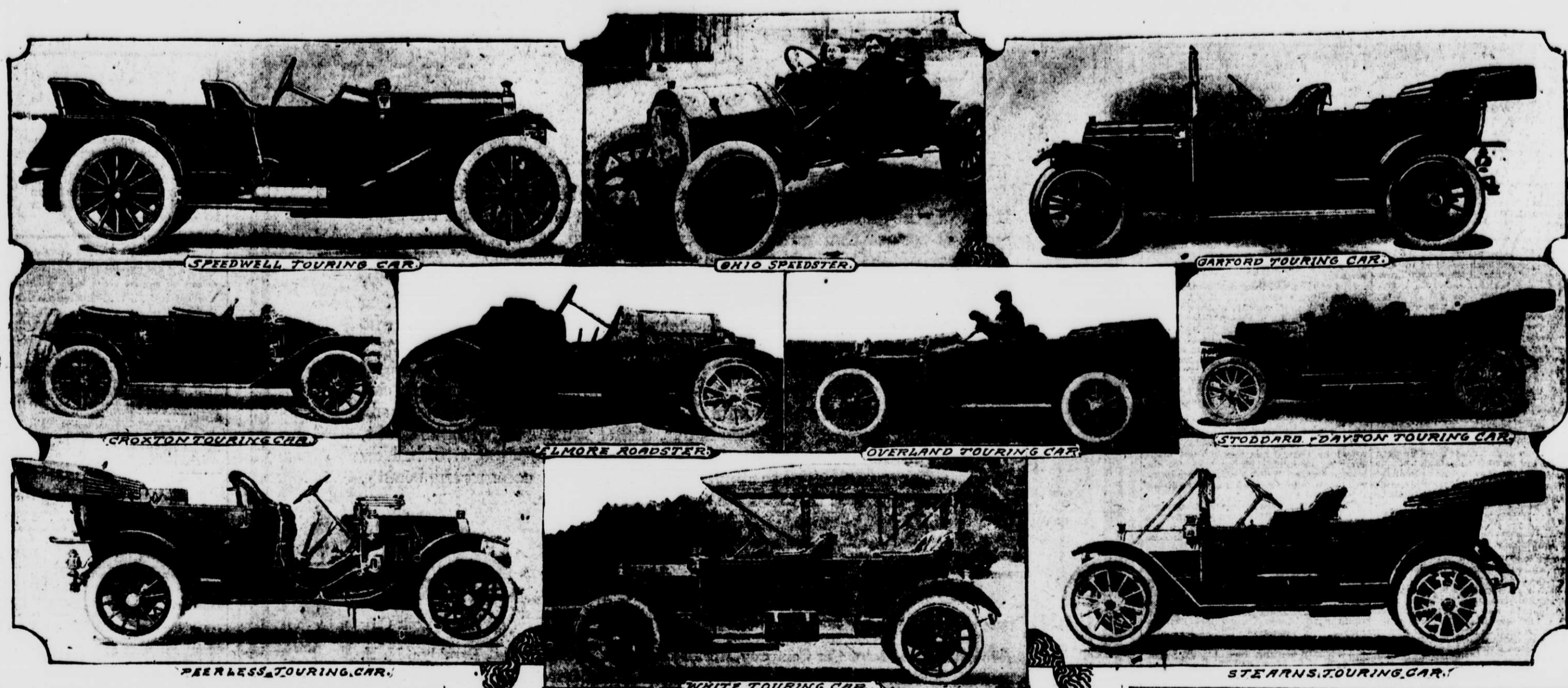


SOME OF THE OHIO TYPES OF MOTOR CAR



HOW HE PICKED THE CAR.

Hopkins of the Abbott Tells of His Search for the Auto.

"Going into business is like fighting or making love; every man does it his own way," says L. A. Hopkins of the Abbott-Detroit agency. "We went into the automobile business in a bit different fashion from most folk, different enough to make rather interesting telling. Some time ago we looked about for a good, dependable car to sell in New York. A good car, because we wanted it to sell and knew New Yorkers to be the most discriminating of buyers, and a dependable car, because we were in the business to stay.

"We went about the country and had heart to heart talks with the different makers. Had they a good car? we asked. They had—none better! We got this response so invariably that by and by we quit asking the question and went on to the second point. For how long would they guarantee the car? Some talked impressively of guarantees and service, but we wanted facts, not phrases for a year, that didn't sound quite right to us. A good one, we rather thought, might safely be guaranteed for longer, and most any kind of a car could, by tinkering long and often, be kept on wheels for a year. Sounded like a 'heads I win, tails you lose' party and the joker was on our customers.

"Then rather hopelessly we drifted into the office of the Abbott car. Good car? Yes. For how long would they guarantee it? They didn't quite understand. For a year? we asked. Certainly not, we were told. They didn't do business that way. It sounded like guaranteeing an infant for a year, they told us. Their car was made right in the factory, every unit that went to make it up was the finest, liveliest, every available test to prove the strength, sturdiness and speed of a car was applied to every car that left the factory.

"Guarantee it for just a year? What did we think was wrong with their methods that we suggested? Their car was guaranteed for all time. Of course they didn't lay claim to perfection. Some time some detail might go wrong. And that's what they were there for. Any time anything went wrong with any car of theirs—they were there to stand back of it, they and their entire organization and their immense financial backing.

"Sounded to us like a mighty good car for us to sell. And a mighty good one for our customers to buy. And, sure, we have justified us. Still, as I said, it's like making love or fighting. Every man does it his own way. This was ours and, honestly, I've not learned of a better to date."

HOW TO WASH A CAR.

This Simple Feat Is Not So Elementary After All.

"Washing a car is not a great stunt, provided one knows how and has the proper equipment to do it, for outside of the added complication of the greasy chassis the art of washing a car represents the wisdom of ages as handed down to us by the coachmaker, the coachman and the livery stable keeper," says W. F. Nicolai, general manager of the Independent Owners Garage Company.

"Now the main requisites in washing a car, especially a new one, are plenty of water, long hose, pail, some good chamois skins and a soft sponge. Mud should be washed off every night when the car comes into the garage with cold water freely supplied from the hose. Be sure and let the water soak in well before sponging or wiping it off. The water of course must be cold.

"Nor is it necessary to use soap every time a car is washed, but if needs must a castile or other fine toilet soap is best. Do not let the soap dry on the varnish. After the car has been well washed off with running water it should be rubbed down with a clean chamois skin. The chamois should be rinsed and wrung out and made into a smooth pad so that it will take up any water left on the car from the hose or sponge.

"It is always well too to have two sets of sponges and chamois skins and two pails so that the set that is used on the greasy chassis will not come in contact with the finely finished surface of the body of the car. Sometimes, however, after the car has been washed it may look a little greasy. The remedy then is to take a piece of cheesecloth and rub it off.

"Do not use any so-called furniture polishes and renovators. They do more harm than good. The best thing to use is the 'coachmakers' and 'piano makers' remedy, plenty of cold water and clean chamois skins. The cold water will harden and brighten up the finish and the chamois will do the polishing."

CONVERTIBLE COMMER CAR.

One That May Be Used for Bus, Luggage Cart or Touring.

An innovation in a line of a convertible car for suburban and country use is brought out by Wyckoff, Church & Partridge. This car on the Commer chassis is designed to fill three distinct fields of usefulness. It can be employed as a bus, with closed top, open top or no top at all, seating from eight to fourteen passengers; thus filling the needs of estate holders who upon the arrival of a number of guests frequently find their regular touring cars inadequate as a means of transporting visitors.

This car can also be used as a luggage cart, carrying up to two and a half tons, bringing supplies and baggage from the station to the country home. Another use is for long distance touring, a special arrangement being provided, fitted with berths, a table, with ample storage room for food and clothing. This type can also be fitted up as a shooting brake, with gun and ammunition lockers.

There is no any limitation to the variety of bodies or the luxurious appointments possible in this car. While it is not built for unusual speed, it can travel easily up to from twenty-five to thirty miles an hour, taking good hills at twenty miles. It has large, strong springs and rides over country roads more smoothly than the average touring car. Each body will be built to suit the personal taste of the owner. There will be no doubtless, no stock models.

RECORD FOR A CADILLAC.

Goes From Spokane to Walla Walla in Less Than 12 Hours.

A Cadillac touring car has established a record for the distance between Spokane and Walla Walla, Wash., 428 miles. The car averaged 27.8 miles an hour for the trip, at times attaining a speed of 55 to 60 miles an hour. The total running time was 11 hours, 45 minutes.

The start was made from Spokane at 8 o'clock in the morning and covered the 428 miles to Walla Walla in 5 hours 55 minutes, 45 seconds. On the return two minutes were clipped from that time.

It was only recently that a Cadillac made a record round trip between Los Angeles and San Francisco, its elapsed time being 39 hours, 5 minutes for the 874 miles. This was followed almost immediately by the run of another Cadillac, which lowered the former time by six hours and a half—a record which stands for 974 miles of the roughest and most difficult going on the Pacific Coast.

END OF YEARLY MODELS.

Stearns Man Talks of the Loss by Unnatural Depreciation.

"Motorists have come to realize that announcements of yearly models depreciate their cars in value," says W. Arthur Stearns, New York manager for the Stearns. "For instance, a man buys a 1911 car in March of this year and less than thirty days later the firm selling his car announces the 1912 product. What is the result? The man's car has been depreciated in value by 25 per cent. and he is left with a car which is impossible for him to dispose of at its machine without the amount of depreciation.

"I understand that a number of other manufacturers are contemplating adopting this policy, as we have done. All motorists must realize that this will be the ultimate policy."

FIRST AID TO TIRE USERS.

United States Tire Co. Has a Booklet for Distribution.

The United States Tire Company has ready for distribution among automobile owners of the country an exhaustive work published under the title "How to Keep Down Your Tire Expense." It has been issued in conjunction with the tire service department recently established by this firm to aid motorists in getting as great mileage as possible out of their tires.

How to Keep Down Your Tire Expense—points out most of the common abuses to which tires are subjected, and suggestions are made for remedying them. Rule 1, for tire maintenance is devoted to the question of inflation. It is pointed out that repair men have found that at least 75 per cent. of all tire trouble may be traced to running tires without sufficient air in them.

The object of the United States Tire Company is to establish a cooperative relationship between the tire user and the manufacturer, with a view to exchanging ideas that will be beneficial to both.

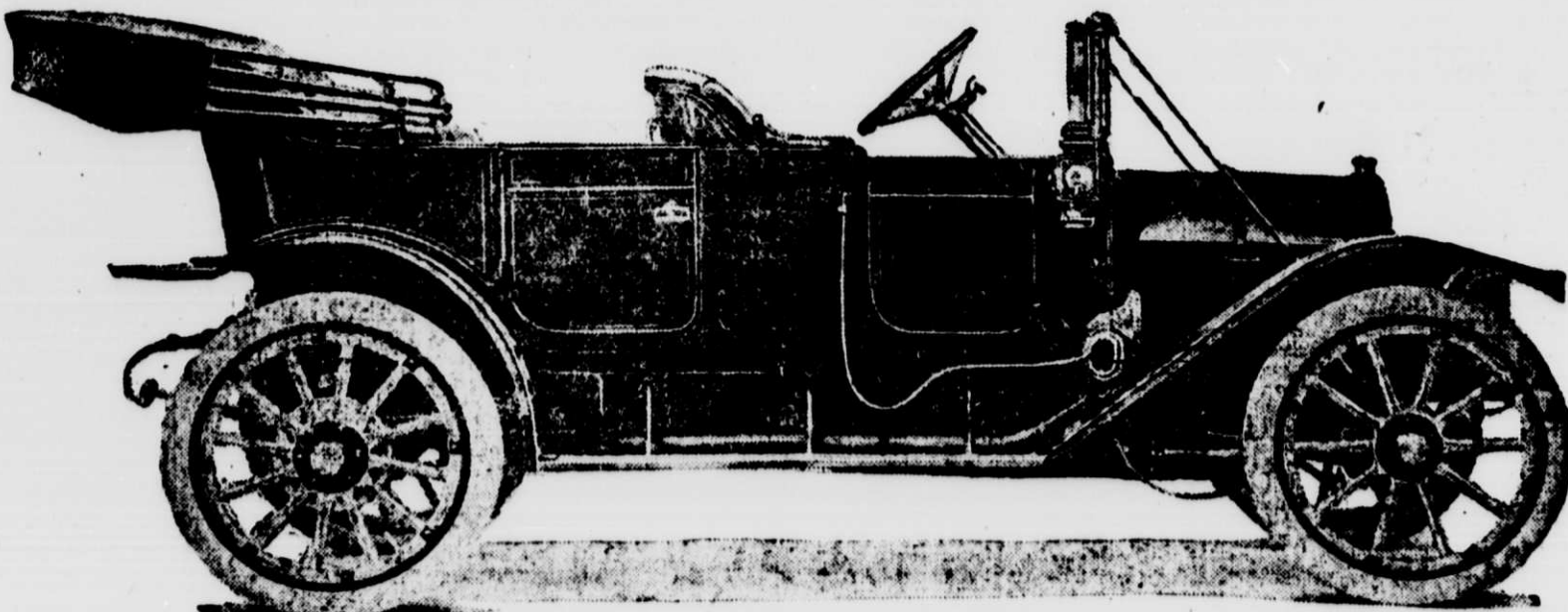
Garford Agent in Far Western States.

A. E. Hunter, one of the first men in the Pacific coast country to become interested in motor cars, has just taken the agency for Garford cars in northern California and Nevada. The firm is known as the A. E. Hunter Automobile Company and is the first Garford agency to be established west of Chicago.

The big Eastern and middle Western cities have already adopted motor trucks to a large extent, but the Pacific slope has held back and there is a wide field for the new firm right at its headquarters in San Francisco. Mr. Hunter's touring car and demonstration truck were delivered to him this week.

Rambler Representatives in St. Paul. Further extensions of Rambler sales and service organization are being made by the Thomas B. Jeffery Company. Last week the P. J. Downes Company of St. Paul was organized as a branch of the P. J. Downes Company, Minneapolis, and the appointment of this concern as representative for St. Paul was made by the Rambler people.

"Guaranteed for All Time"



—And Backed Up by a Company With Unlimited Financial Resources Conducted on the "Square Deal" Plan of Doing Business—is the

Abbott-Detroit

We have given the subject of guarantee on our cars considerable thought. WE KNOW we have something a little better than the best. WE KNOW the kind of material we buy—the kind of work we do and the strict inspection system we enforce. We therefore have complete confidence in our own product, and the best evidence of this fact is our decision to "GUARANTEE FOR ALL TIME" our cars.

FIVE DIFFERENT MODELS			
Fore-Door Demi-Tonneau	Five Passenger Touring Car	Fore-Door Touring Five	Coupe
\$1875.00	\$1500.00	\$1550.00	\$2350.00
Fore-Door Roadster			
\$1500.00			

It will pay you to investigate the Abbott-Detroit Car and the Abbott-Detroit Guarantee before you buy. It will save you a lot of money in the long run. Ask the Abbott-Detroit salesman to show it to you. It's worth your while.

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